



ACCOUNTING MANAGEMENT SYSTEM

Basic information

Income details query

Account transfer
records

Income details

Expenditure detail query

Account balance

Expenditure detail

Financial statistics

Backup

Directions

Member statistics

Initialization

- GPA:3.0/4.0, XX scholarship

Skills

- Fluent English in writing and speaking and pass the CET-4
- NCRE Certificate, Grade 2 (C language), Office MS

Experiences

- | | | |
|--|------------------------|------------------------|
| 2019.01 - 2019.12 | XX Company | Sales Chair |
| <ul style="list-style-type: none"> • Responsible for customer development and maintenance, team management and training. • Customer development : developed new customers by participating in industry exhibitions, and maintained VIP customers such as HK connect and ITW Chicago through WeChat, linkedin and twitter. • Team management : responsible for the recruitment and training of team members, carried out professional knowledge, business skills, business negotiations and other contents of foreign trade sales team regularly , and finally the team was stable at 10 people, with team performance of 3 million yuan per month, and won the "first place in annual sales team". | | |
| 2018.07 - 2019.01 | AB Development Company | Foreign trade salesman |
| <ul style="list-style-type: none"> • Responsible for the management of the company's global resources website operation, customer development, supplier development and other work. • Website operation : upload product pictures and information regularly , optimize keywords and other work, use PS image processing and upload, optimize keywords, participate in marketing activities for many times, increase the click rate of the website. • Customer development : developed customers and followed up customer orders by using Google, Facebook and other platforms, developed 8 new customers every month, and achieved a monthly performance of 200,000. • Supplier development : according to the requirements of customers, find suppliers of data lines, headphones and other categories through Alibaba, jd, Taobao and other means, and visit the production sites of suppliers on the spot, finally offer reasonable prices to customers, and reach a cooperative relationship. | | |

Evaluation

- One years of working experience in foreign trade, familiar with the foreign trade market of 3c digital products, and have certain customer resources.
- The management experience of team management. I once led a team of 8 people and won the "first place of annual sales team".
- Specific good English listening, speaking, reading and writing skills, can communicate with customers in oral English and basic correspondence.